

# **EXHIBIT 1760**

to the Declaration of  
Lisa J. Cisneros in Support of  
Plaintiffs' Opposition Briefs

**REDACTED VERSION**

DOCUMENT

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WIT. WHITELEY  
DATE 3-14-13  
KRAMM COURT REPORTING

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## Key Components of Intuit's Total Rewards Portfolio

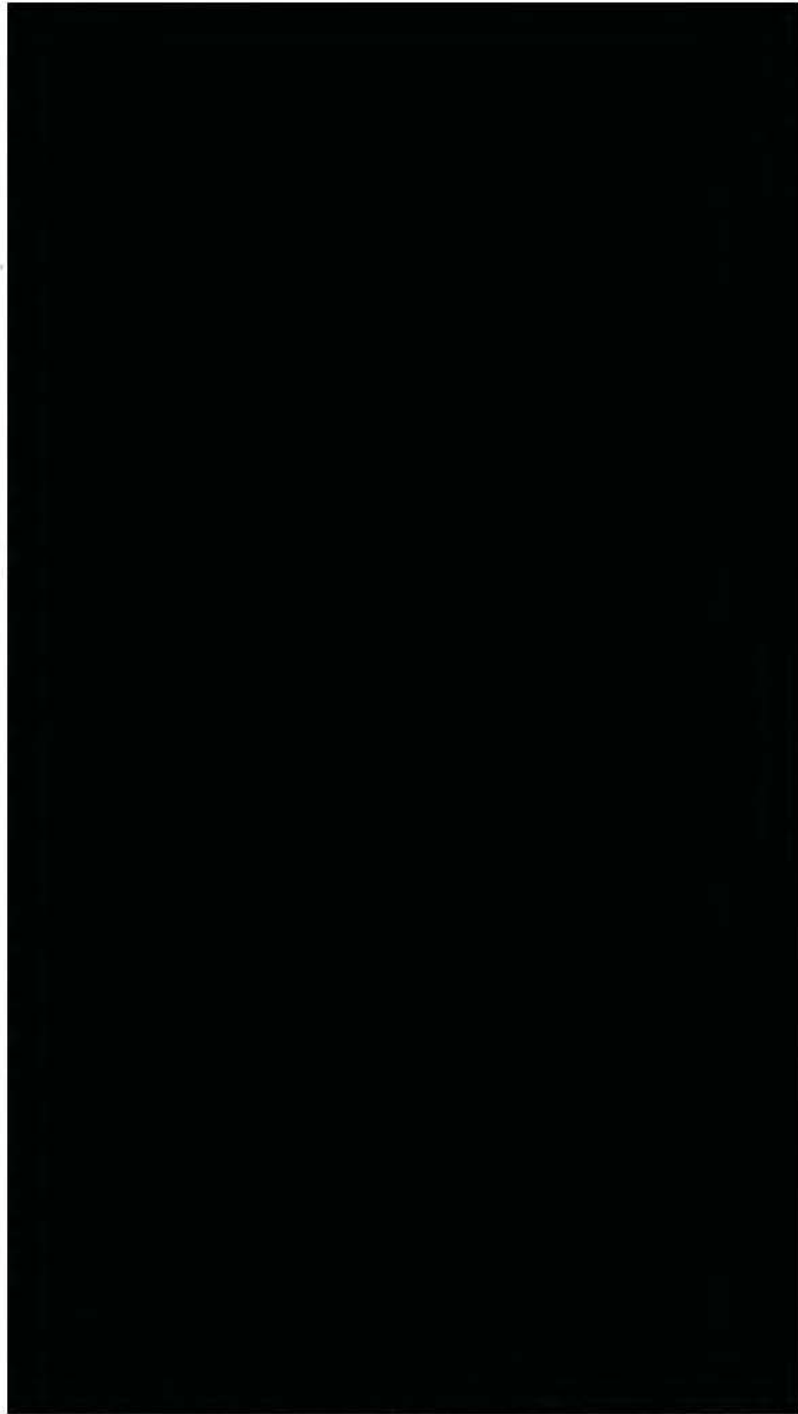
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## What's Important?

**Big Y:** Deliver "True North" ... best we can be results for all 3 stakeholders in the current period while building the foundation for a stronger future



## Business Case for Engaged Employees

[REDACTED]

[REDACTED]

[REDACTED]

Source: 2004 Intuit GPTW® survey, Corporate Leadership Council research

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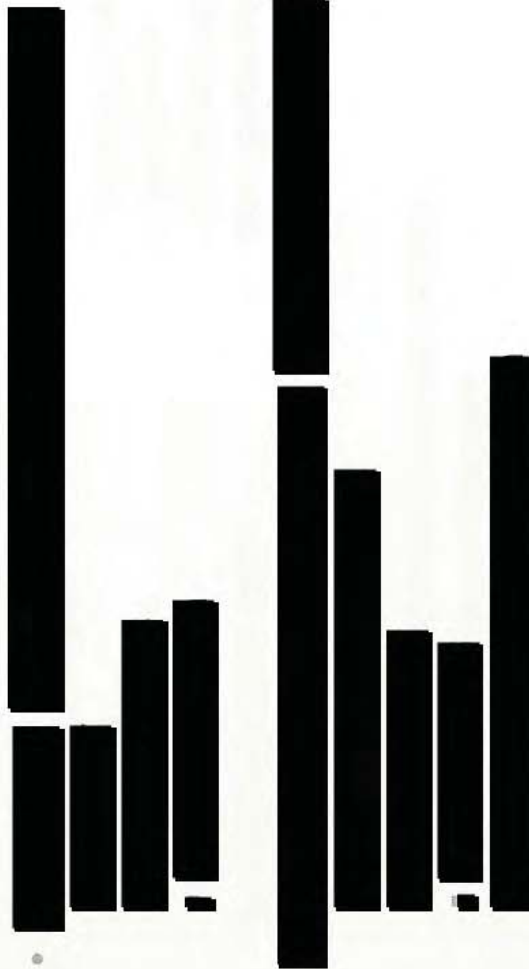
## What is "Total Rewards"

sustained high performance

engage...

attract...

flexible rewards portfolio...



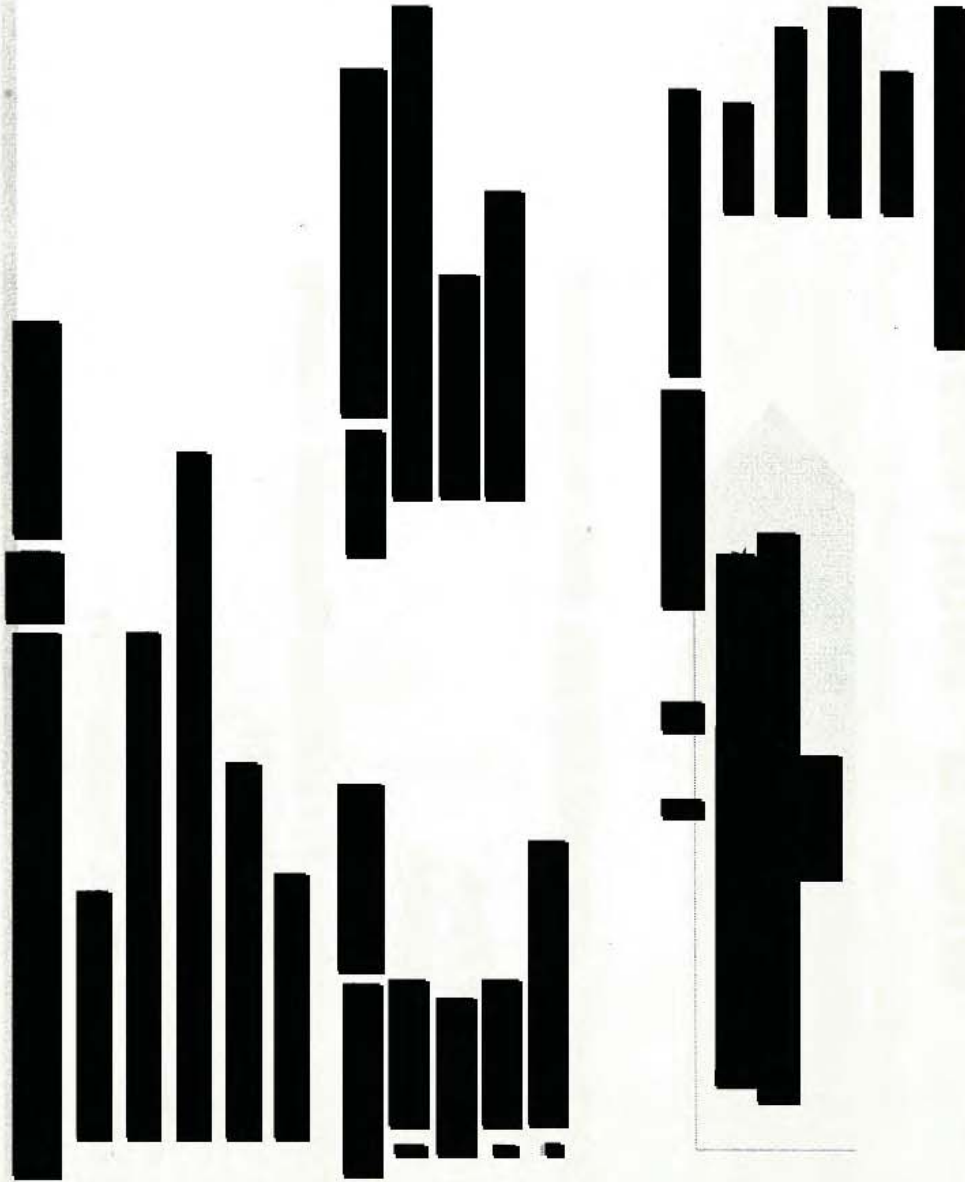
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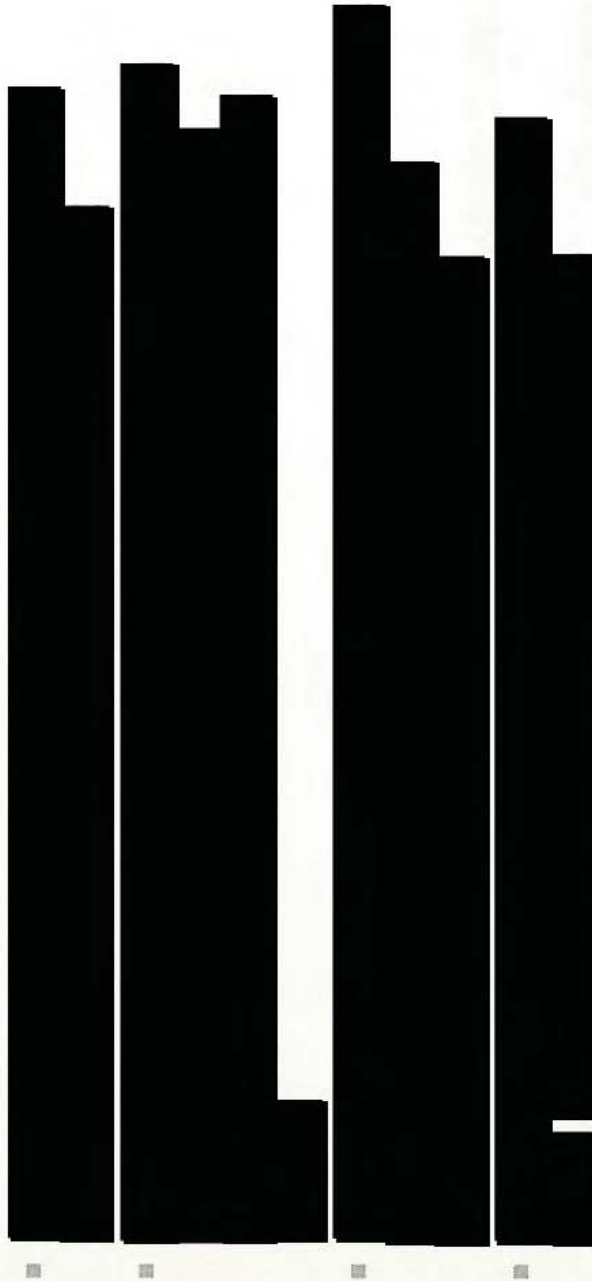
Flexible rewards portfolio... attract... engage... sustained high performance



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## Compensation's Guiding Principles



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## Execution

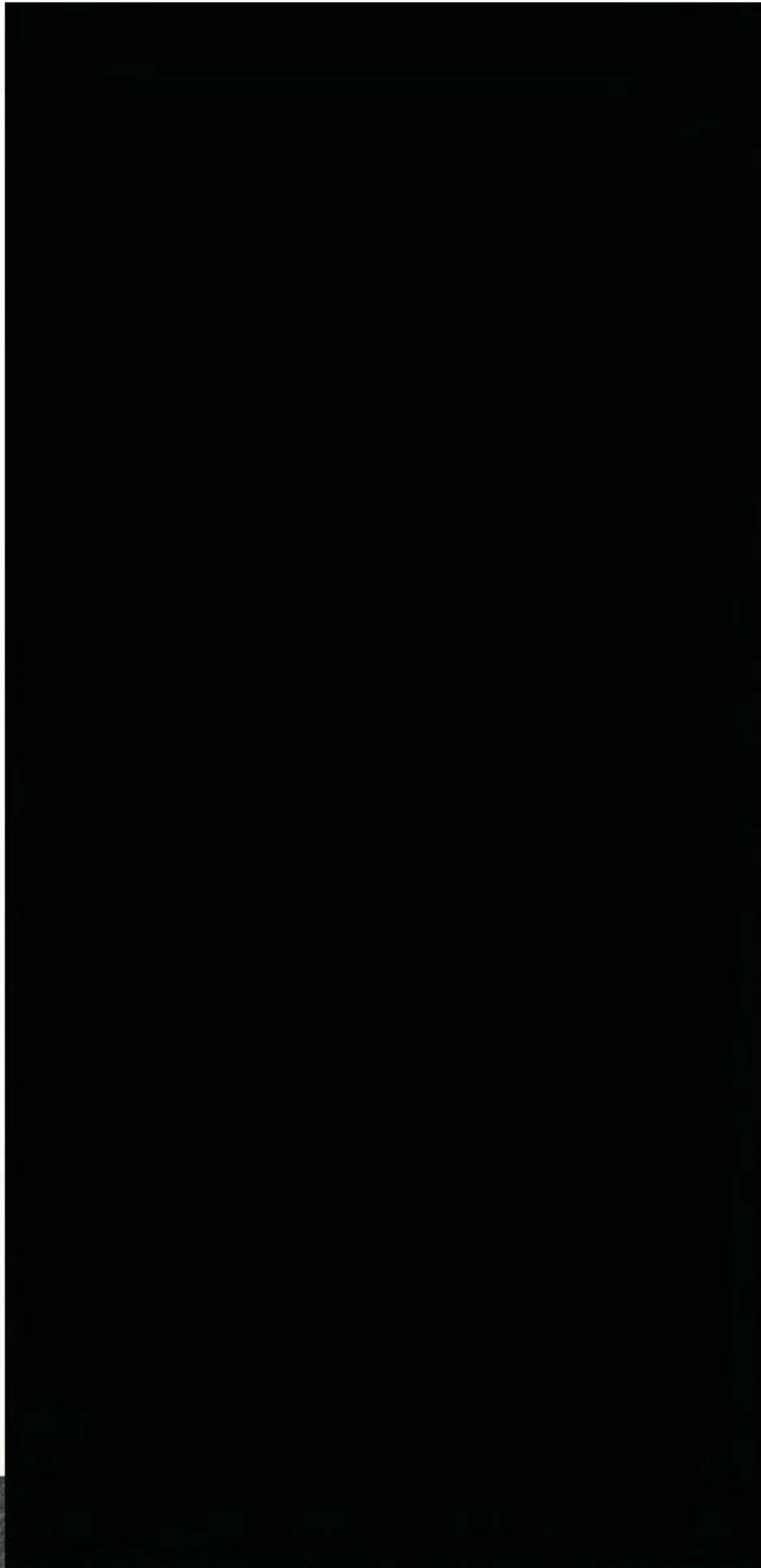
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## How Intuit Makes Decisions About Jobs & Compensation



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## The External View...Market Data, Economic Trends....



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## Who's in the surveys?



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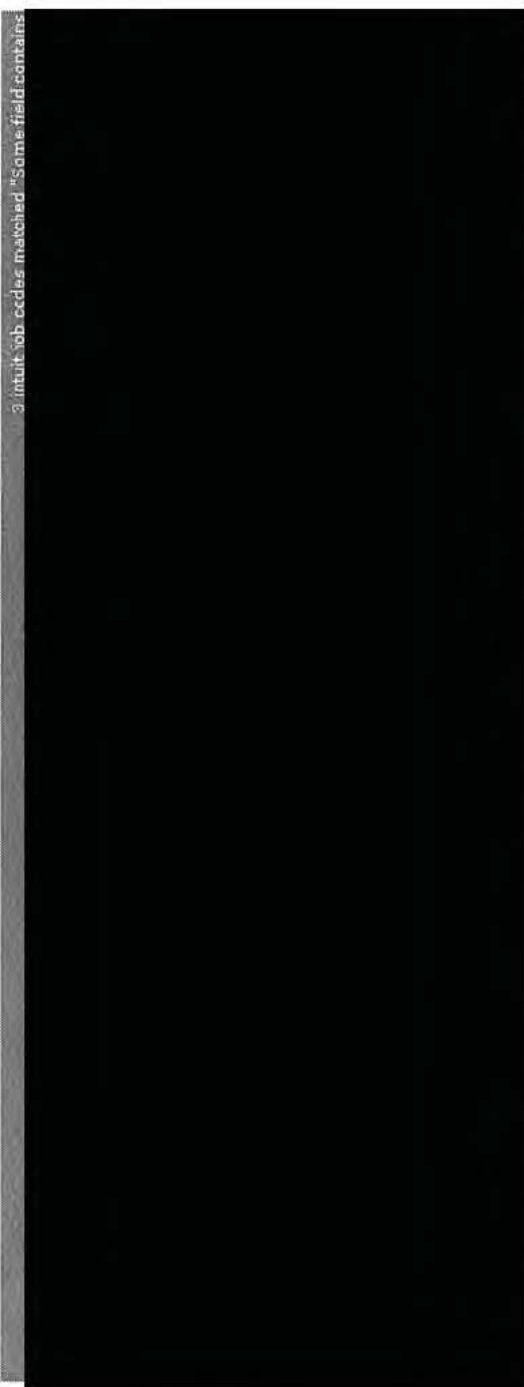
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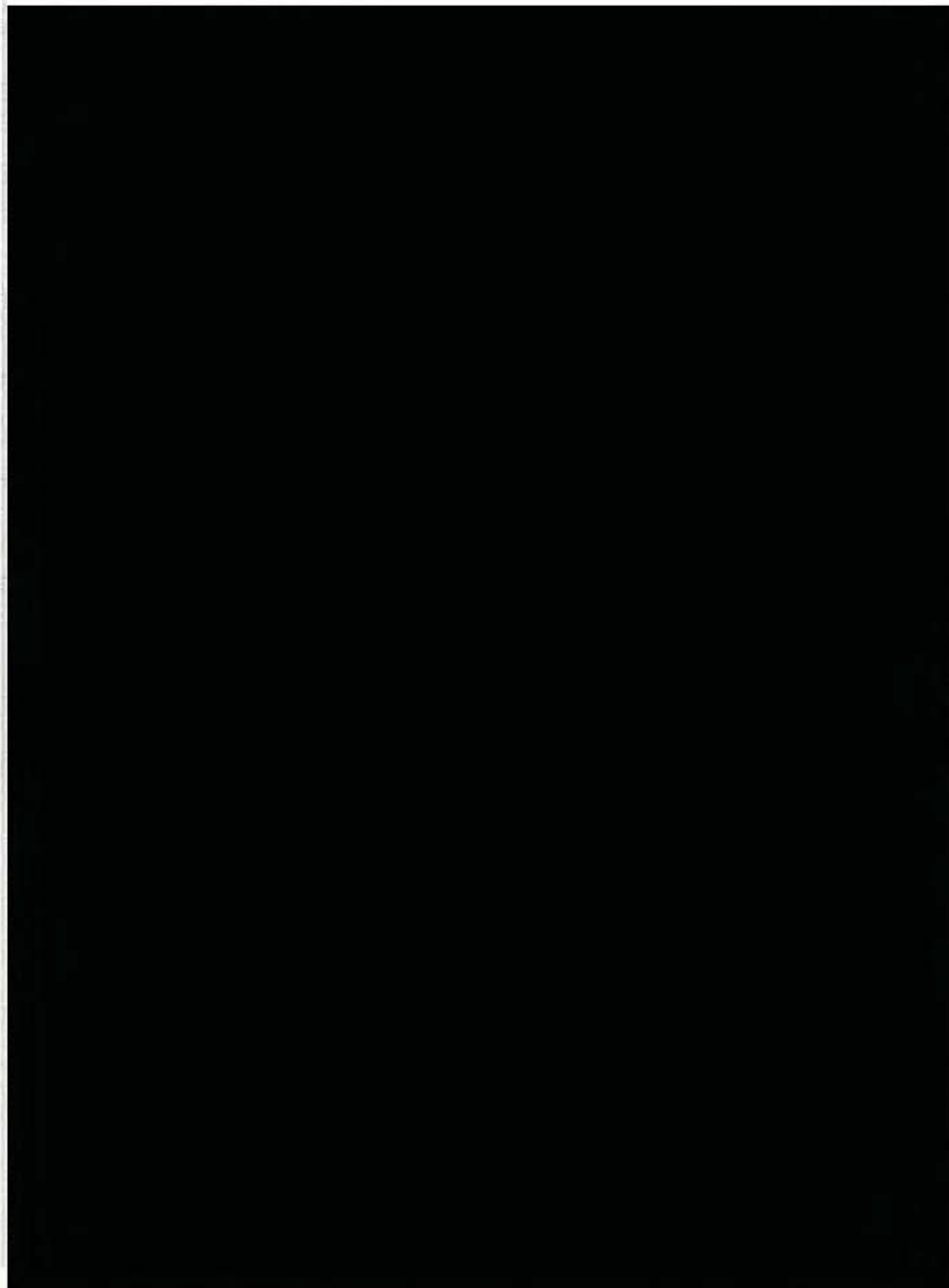
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Now Linked, for Profiled Jobs, Through the Pay Decision Too

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## Using Market Reference Points



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